

**3rd Annual BALA Summit  
Business Aviation in Latin America:  
A Vision for the Future**



**PRESS RELEASE**

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**Successful BALA Summit took place  
during LABACE in Brazil**

London, UK, August 17, 2011: The 3rd Annual Business Aviation in Latin America: A Vision for the Future (BALA) Summit took place on August 12, 2011 in Sao Paulo, Brazil during the second day of LABACE. This major networking event explored the latest developments in the business aviation sector of Latin America and new challenges and business opportunities for the future.

The Prime Sponsor of this summit was The Registry of Aruba. TW Metals and Airclaims were also sponsors of this annual event.

Panagiotis Panagopoulos, CEO and Founder of Aeropodium, pointed out that "it was an honour to be part of LABACE, the most important business aviation exhibition in Latin America".

The BALA Summit was Chaired by Lincoln Gomez, Senior Partner of Gomez & Bikker and a panel of expert speakers contributed with high level presentations and debates.



Francisco Lyra, President of ABAG gave the Keynote Address exploring the role of business aviation in the infrastructure development of Brazil.

He pointed out that Brazil represents 5% of the global business aviation market and in the next 5 years, an increase of 14% in aircraft registrations is expected.



aviation development.

Dorieldo Luis dos Prazeres, Senior Advisor for Airport Infrastructure of the Brazilian Civil Aviation Agency spoke about Regional Airport and Urban Heliport Concessions to Private Management. He pointed out that airports can be exploited by private companies as such by not-for-profit organizations, some regional airports may be privatized by PPP, permits may also be used to grant airport exploitation to private firms, heliports exploitation can be granted by permits, and human resources are a challenge for regional



Jorge C. Colindres Marinakis, Chairman & CEO of the Registry of Aruba highlighted the benefits of aircraft registration in Aruba for Latin American owners and operators. Aruba has a well-regarded international reputation as a tax-efficient jurisdiction with high regulatory standards in compliance with ICAO SARPs and rated Category 1 by the US-FAA International Aviation Safety Assessments (IASA) Program. He also pointed out that due to its well-established European legislation and well-regarded safety record and oversight system, Aruba is

a favourite jurisdiction by international leasing companies, banks, financial institutions and aircraft owners/operators. Finally, Mr. Colindres presented an analysis of asset based financing and benefits for Latin American aircraft owners.



Simon Blazquez, Marketing Director of Airbus Corporate Jets presented the latest developments in the position of Airbus Corporate Jets in today's market and especially in Latin America. He pointed out that customers on the VIP Charter market demand space and comfort and are prepared to pay a premium for it. Furthermore, it is the value of space and comfort that drives the larger Airbus Corporate Jets higher utilizations and more profitable operations. He argued that according to operators and customers, Airbus Corporate Jets command the highest charter rates and

utilizations in the market. He concluded that the Airbus jets have the best cabins, they benefit from continuing innovation, they are part of the most modern aircraft family and finally, they deliver reliability and worldwide support.



Lincoln Gomez, Senior Partner of Gomez & Bikker presented legal and fiscal aspects of Business Aviation in the region and how owners and lessors can benefit. The main problems in aircraft and engines financing are that security interests in engines are not recognized in other states, there is legal insecurity, leasing is unnecessarily more expensive, and there is a high interest to pay to lessors/financiers. However, the Cape Town Convention of 2001 is designed to solve the problems. Finally, the advantages for Aruba are summarized in that it is in a

strong position in the region of the Americas and in the global off-shore financing industry, the Cape Town Convention creates legal certainty and less economic risk for financiers, it is proven that today the financiers and lessors require that aircraft that are operated in other states are registered and financed in Cape Town states, and many foreign operated aircraft are already registered and financed in Aruba.



Andrea Buzunis, Account Executive of Spectrum Aeromed presented the latest developments in air ambulance and life support solutions for Latin America and the Caribbean. She discussed case studies of both rotor wing and fixed wing air medical solutions and highlighted the importance of such equipment and advanced technology for the region.

The 3rd Annual BALA summit was organized by Aeropodium. For more information, please visit [www.aeropodium.com](http://www.aeropodium.com).

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